



TD SYNnex

Red Hat`s Aligned Distribution Model

Kurzüberblick

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Red Hat`s Aligned Distribution Model

Was passiert?

- Alignment für 1 Jahr
- Ab 1. Januar 2025

Was muss ich tun?

Eine Wahl treffen

- Bis 20. Dezember 2024 eine Wahl im PRM (Admin Rolle)
- Oder nichts tun – automatisches Alignment

Meine Vorteile

Warum muss ich das tun?

- ✓ Bessere Partner Sichtbarkeit für die Distribution &
- ✓ Effiziente Ressourcennutzung führen zu...

Partner

Wachstum der Partner

- ❖ Verstärkte Distributionsinvestitionen in verbundene Partner
- ❖ Bessere Planung und Vorverkaufs-Support für Partner
- ❖ Wiederverkaufspartner werden besser positioniert, um den Verkauf von Mehrwert zu fördern
- ❖ Stärkere Betonung der Kompetenzentwicklung, des technischen Supports und des Geschäftswachstums für verbundene Partner
- ❖ Stärkere strategische Ausrichtung: Vertiefung des Verständnisses der Vertriebspartner für die Geschäftsziele von Red Hat und Förderung der gemeinsamen Planung zur Zielerreichung
- ❖ Erhöhtes Umsatzpotenzial: Möglichkeiten für Vertriebspartner und Partner, Rabatte zu erhalten, die sich aus der verbesserten Entwicklung von Kompetenzen, Ressourcennutzung und Umsetzung ergeben

Operative und Ressourceneffizienz/Markteinführungszeiten

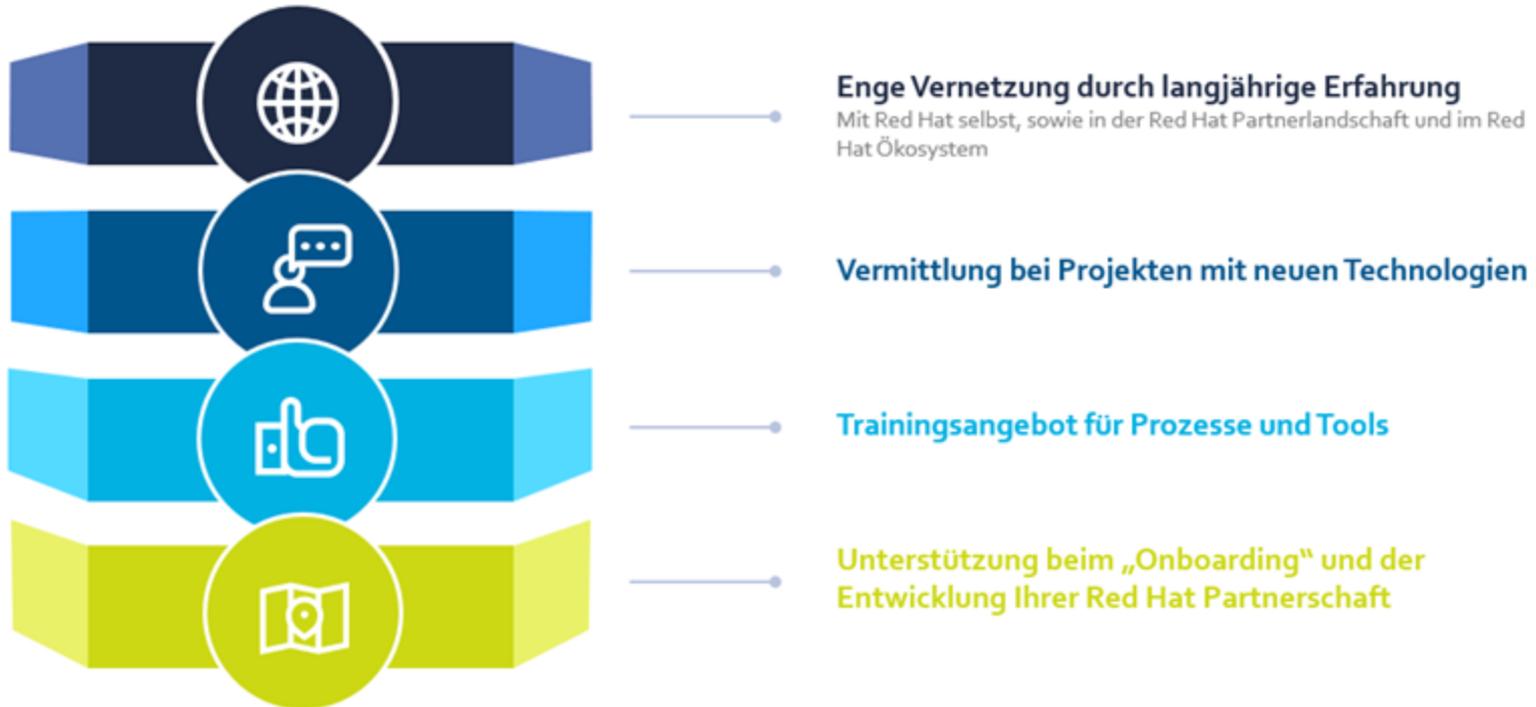
- ❖ Schnellere Angebotsabgabe



TD SYNEX

Was können Sie bei uns erwarten?

TD SYNEX Business Enablement & Development



TD SYNnex Sales

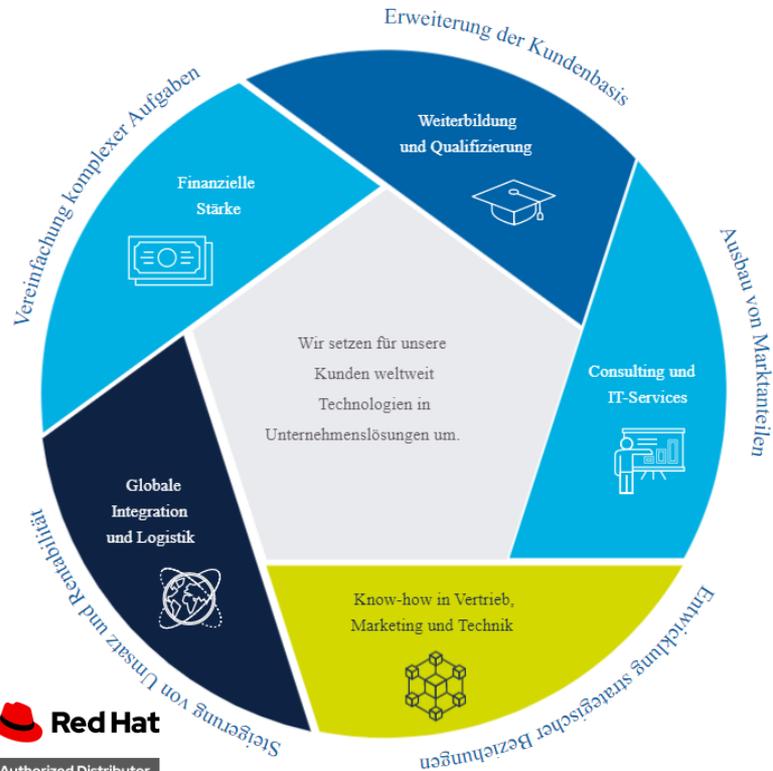


TD SYNEX Technical Support & additional Service

Workshops zu Red Hat Technologien bei Partnern vor Ort (Ansible, RHEL, OpenShift...)



Red Hat bei TD SYNEX



Profitieren Sie von Unseren Mehrwerten!

Know-how, dedizierte Experten und ein sorgfältig ausgewähltes Portfolio aus Services, Software und Hardware der weltbesten Technologieunternehmen ermöglichen es uns, Fachhandelspartnern individuelle Lösungen anzubieten, die auf die ganz besonderen Herausforderungen ihrer Kunden zugeschnitten sind.

Mit unserem umfangreichen Angebot können Sie bei uns auf Ressourcen zur Lösung komplexer geschäftlicher Aufgabenstellungen zugreifen und wir verhelfen Ihnen zu messbaren Ergebnissen.

-  Größere Vertriebstiefe
-  Schnellere Markteinführung
-  Erkennen von Wachstumschancen
-  Schnelle Einführung und Implementierung von Technologien

TD SYNEX 50 Jahre

TD SYNEX | Celebration





Aligned Distribution Model Auswahlprozess

[Aligned Distribution video](#) – 3 Minuten

Melden Sie sich in Ihrem Red Hat Partner Center an und suchen Sie die untenstehende Kachel.

<https://partnercenter.redhat.com/>



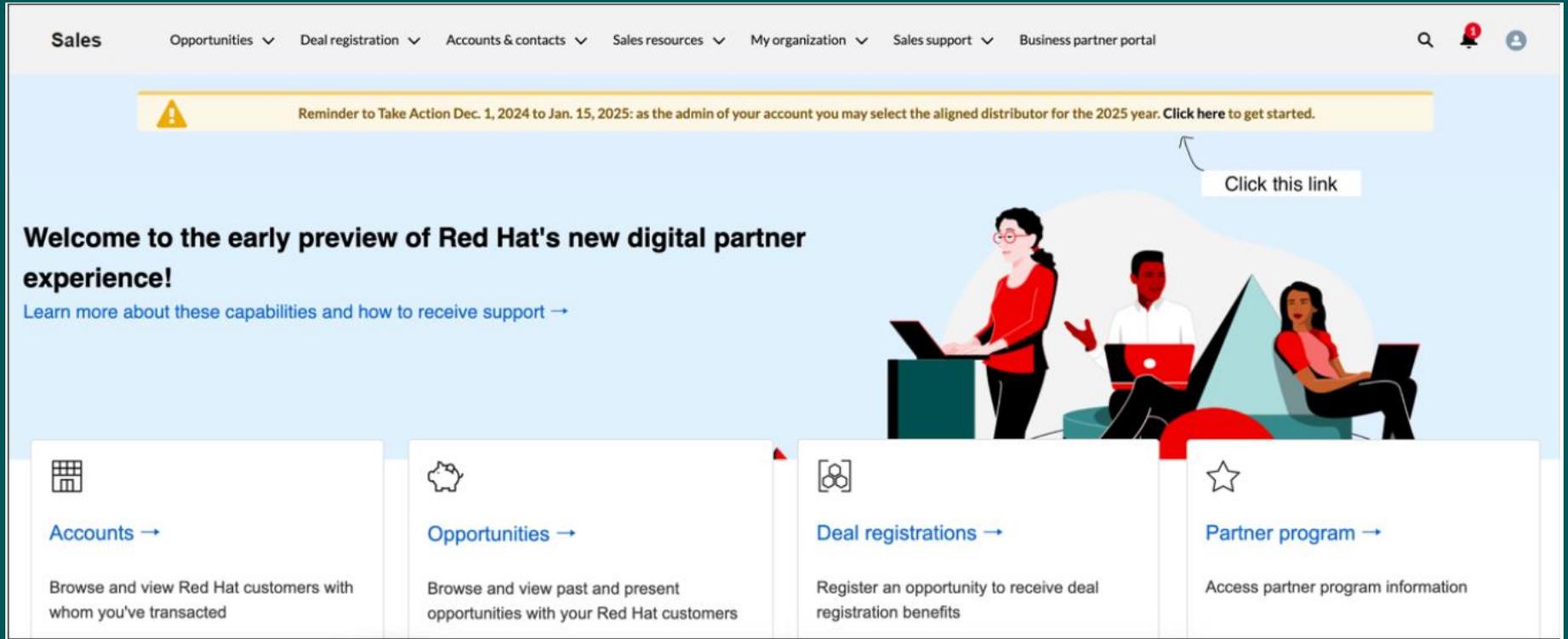
Sales Opportunities

Register deals, manage your sales, and view your partner program status.

Visit site

Sales Opportunities Homepage

Verwenden Sie den Link „Click here“ auf dem Pop-up-Banner, um den Auswahlprozess zu starten

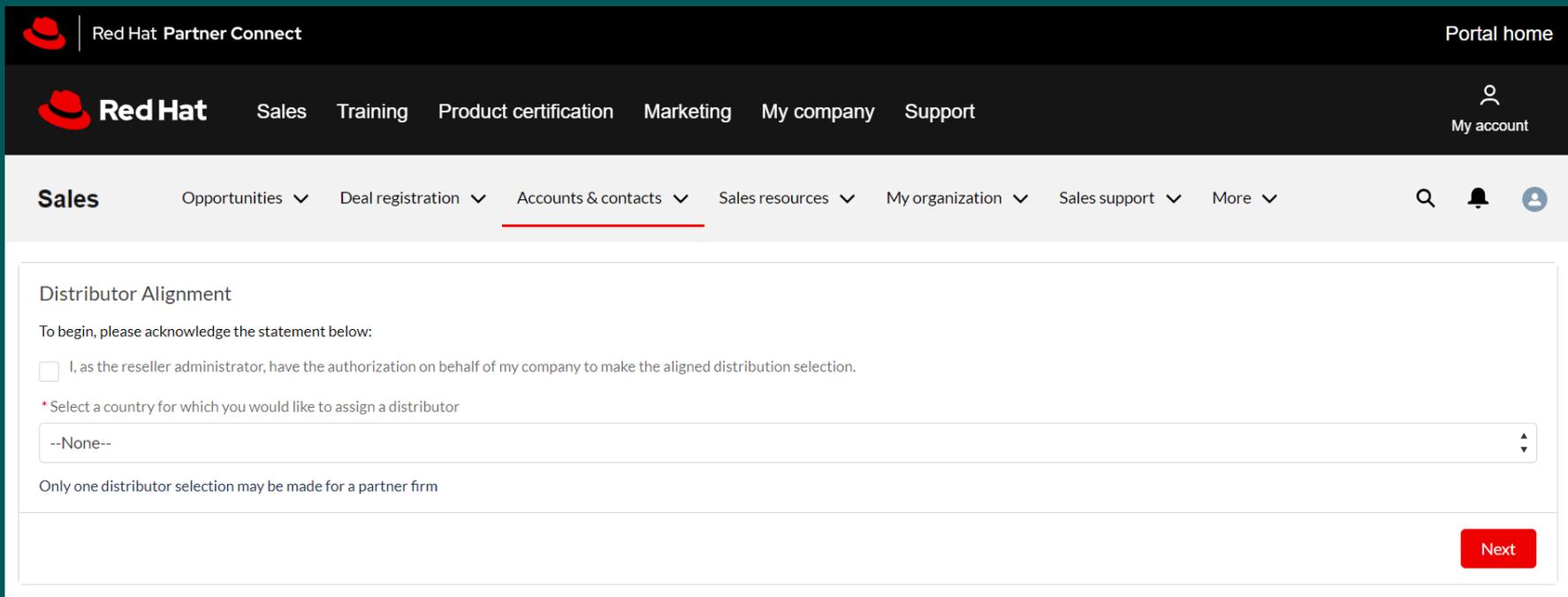


The screenshot shows the Sales Opportunities Homepage. At the top, there is a navigation bar with the following items: Sales, Opportunities, Deal registration, Accounts & contacts, Sales resources, My organization, Sales support, and Business partner portal. On the right side of the navigation bar, there are icons for search, notifications (with a red badge), and a user profile. Below the navigation bar, there is a yellow banner with a warning icon and the text: "Reminder to Take Action Dec. 1, 2024 to Jan. 15, 2025: as the admin of your account you may select the aligned distributor for the 2025 year. Click here to get started." An arrow points from the text "Click this link" to the "Click here" link in the banner. Below the banner, there is a main heading: "Welcome to the early preview of Red Hat's new digital partner experience!" followed by a sub-heading: "Learn more about these capabilities and how to receive support →". To the right of the text is an illustration of three people (two women and one man) working on laptops. Below the main heading and illustration, there are four white cards with icons and text:

- Accounts →**: Browse and view Red Hat customers with whom you've transacted
- Opportunities →**: Browse and view past and present opportunities with your Red Hat customers
- Deal registrations →**: Register an opportunity to receive deal registration benefits
- Partner program →**: Access partner program information

Bestätigung der Autorisierung und Auswahl des Landes

Bestätigen Sie, dass Sie befugt sind, die Auswahl des Aligned Distributors für Ihr Unternehmen zu treffen. Wählen Sie dann das entsprechende Land aus, für das Sie einen Distributor zuweisen möchten. Klicken Sie dann auf „Next“.

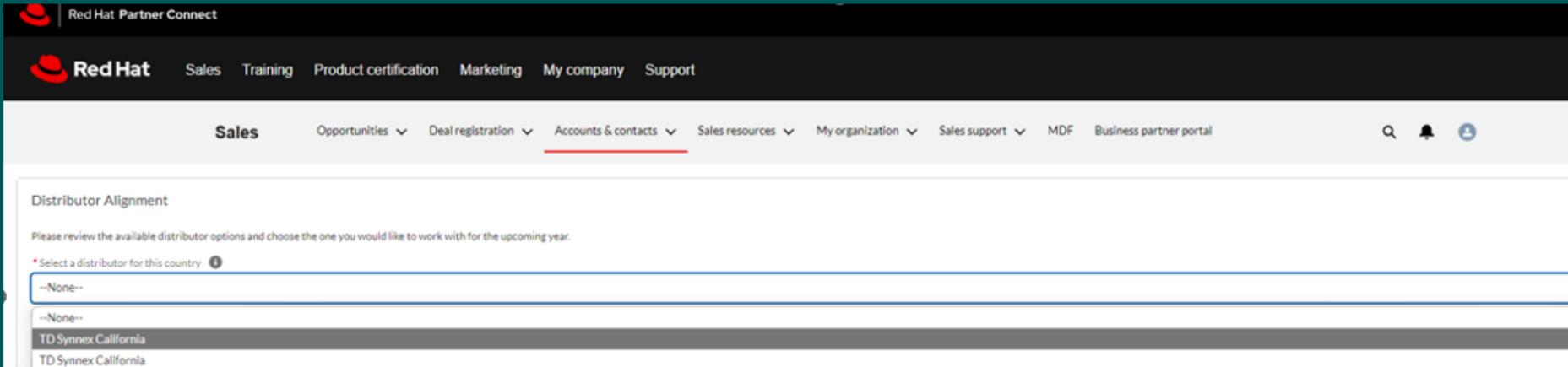


The screenshot shows the 'Distributor Alignment' page in the Red Hat Partner Connect portal. The page is part of the 'Sales' section, which is highlighted in the navigation menu. The 'Accounts & contacts' sub-menu is currently selected. The main content area contains a form with the following elements:

- Header:** Red Hat Partner Connect (top left), Portal home (top right).
- Navigation:** Red Hat logo, Sales, Training, Product certification, Marketing, My company, Support (top center); My account (top right).
- Sub-navigation:** Sales, Opportunities, Deal registration, Accounts & contacts (underlined), Sales resources, My organization, Sales support, More (middle).
- Form Content:**
 - Title:** Distributor Alignment
 - Text:** To begin, please acknowledge the statement below:
 - Checkbox:** I, as the reseller administrator, have the authorization on behalf of my company to make the aligned distribution selection.
 - Text:** *Select a country for which you would like to assign a distributor
 - Dropdown:** A dropdown menu showing "--None--" with up and down arrow icons.
 - Text:** Only one distributor selection may be made for a partner firm
 - Button:** A red "Next" button in the bottom right corner.

Wählen Sie TD SYNnex Germany GmbH & Co oHG

Wählen Sie aus dem Dropdown-Menü „TD SYNnex Germany GmbH & Co. OHG“.
Bestätigen Sie, dass Sie mit der Weitergabe von Opportunity- und Account-Informationen einverstanden sind. Klicken Sie dann auf „Next“.



The screenshot shows the Red Hat Partner Connect interface. At the top, there is a navigation bar with the Red Hat logo and the text 'Red Hat Partner Connect'. Below this is a secondary navigation bar with the Red Hat logo and the text 'Red Hat', followed by menu items: Sales, Training, Product certification, Marketing, My company, and Support. A third navigation bar contains the following items: Sales, Opportunities (with a dropdown arrow), Deal registration (with a dropdown arrow), Accounts & contacts (with a dropdown arrow and a red underline), Sales resources (with a dropdown arrow), My organization (with a dropdown arrow), Sales support (with a dropdown arrow), MDF, and Business partner portal. On the right side of this bar are icons for search, notifications, and a user profile. The main content area is titled 'Distributor Alignment' and contains the text: 'Please review the available distributor options and choose the one you would like to work with for the upcoming year.' Below this text is a dropdown menu with the label '* Select a distributor for this country' and a help icon. The dropdown menu is open, showing the following options: '--None--', '--None--', 'TD Synnex California', and 'TD Synnex California'. The 'TD Synnex California' option is highlighted.

Überprüfung und Bestätigung der ausgewählten Details



Überprüfen und bestätigen Sie die Angaben. Wenn alles korrekt ist klicken Sie auf „Confirm Details“.

The screenshot shows the Red Hat Partner Connect interface. At the top, there is a navigation bar with the Red Hat logo and the text 'Red Hat Partner Connect'. On the right side of this bar is a link for 'Portal home'. Below this is a secondary navigation bar with the Red Hat logo, the text 'Red Hat', and several menu items: 'Sales', 'Training', 'Product certification', 'Marketing', 'My company', and 'Support'. On the far right of this bar is a user profile icon and the text 'My account'. The main content area has a sub-navigation bar with 'Sales' and several dropdown menus: 'Opportunities', 'Deal registration', 'Accounts & contacts' (which is underlined in red), 'Sales resources', 'My organization', 'Sales support', and 'More'. To the right of these menus are icons for search, notifications, and a user profile. The main content area is titled 'Distributor Alignment' and contains a paragraph of instructions: 'Please review the details provided below. If everything is correct, click 'Confirm Details' to proceed. If you need to make any changes, click 'Go Back' to return to the previous screen.' Below this text is a large blue-bordered box containing a red dropdown arrow and the text 'Distributor Alignment Details'. Underneath this box, the following details are listed: 'Distributor Name : TD SYNEX Canada ULC' and 'Country Alignment: Canada'. At the bottom right of the page, there are two buttons: a white 'Go Back' button and a red 'Confirm Details' button.

Red Hat Partner Connect Portal home

Red Hat Sales Training Product certification Marketing My company Support My account

Sales Opportunities ▾ Deal registration ▾ Accounts & contacts ▾ Sales resources ▾ My organization ▾ Sales support ▾ More ▾ 🔍 🔔 👤

Distributor Alignment

Please review the details provided below. If everything is correct, click 'Confirm Details' to proceed. If you need to make any changes, click 'Go Back' to return to the previous screen.

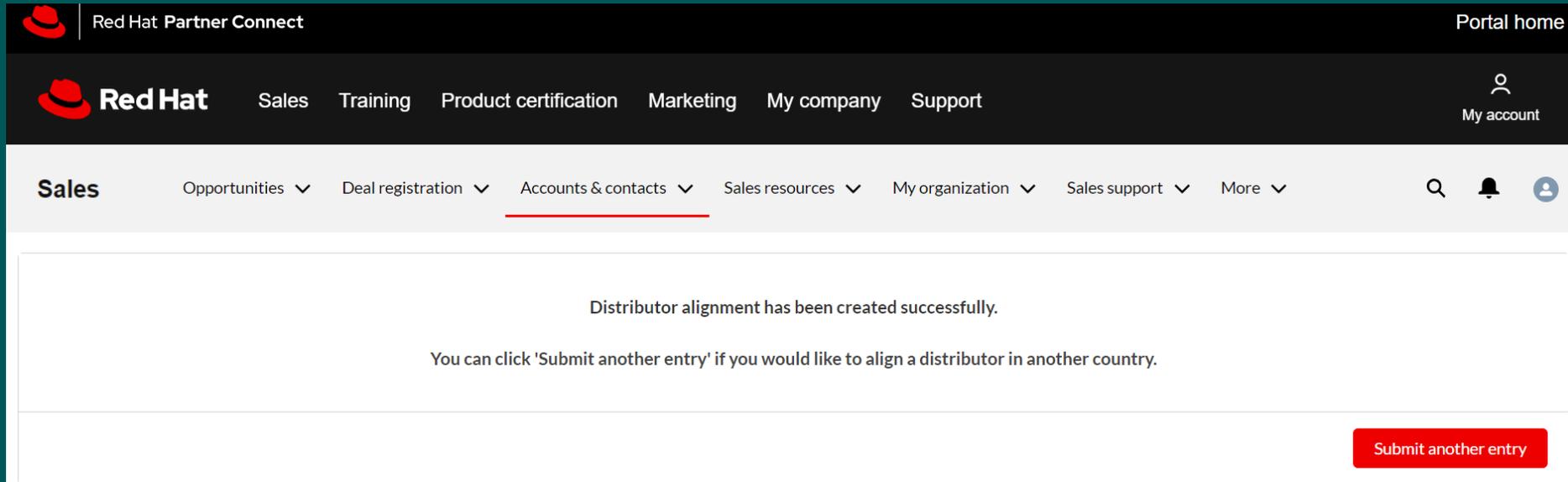
▾ **Distributor Alignment Details**

Distributor Name : TD SYNEX Canada ULC
Country Alignment: Canada

[Go Back](#) [Confirm Details](#)

Erfolgreiche Übermittlung

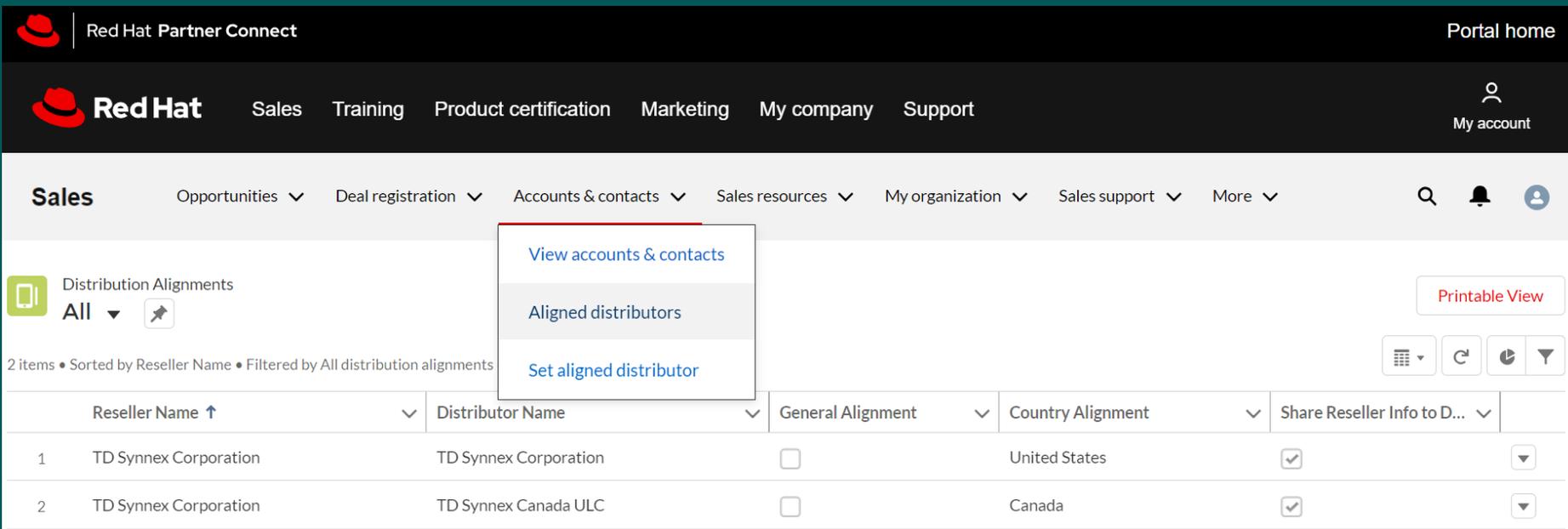
Die Distributor-Zuordnung wurde erfolgreich erstellt. Wenn Sie einen Distributor für ein anderes Land zuordnen möchten, klicken Sie auf „Submit another entry“.



The screenshot displays the Red Hat Partner Connect user interface. At the top left, the Red Hat logo and 'Red Hat Partner Connect' are visible. The top right corner features a 'Portal home' link. Below this is a navigation bar with 'Red Hat' and several menu items: Sales, Training, Product certification, Marketing, My company, and Support. On the far right of this bar is a 'My account' link with a user icon. A secondary navigation bar below contains 'Sales' and several dropdown menus: Opportunities, Deal registration, Accounts & contacts (which is underlined in red), Sales resources, My organization, Sales support, and More. To the right of these menus are icons for search, notifications, and a user profile. The main content area shows a success message: 'Distributor alignment has been created successfully.' Below this message is a helpful note: 'You can click 'Submit another entry' if you would like to align a distributor in another country.' A prominent red button labeled 'Submit another entry' is located in the bottom right corner of the content area.

Aligned Distributor Liste

Nachdem Sie Ihre Auswahl getroffen und bestätigt haben, können Sie die Alignments Ihres Unternehmens einsehen. Klicken Sie in der Menüleiste auf „Accounts & contacts“ und dann auf „Aligned distributors“.



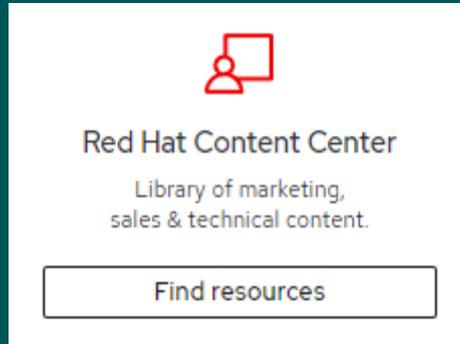
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	Reseller Name ↑	Distributor Name	General Alignment	Country Alignment	Share Reseller Info to D...
1	TD Synnex Corporation	TD Synnex Corporation	<input type="checkbox"/>	United States	<input checked="" type="checkbox"/>
2	TD Synnex Corporation	TD Synnex Canada ULC	<input type="checkbox"/>	Canada	<input checked="" type="checkbox"/>

Ressourcen

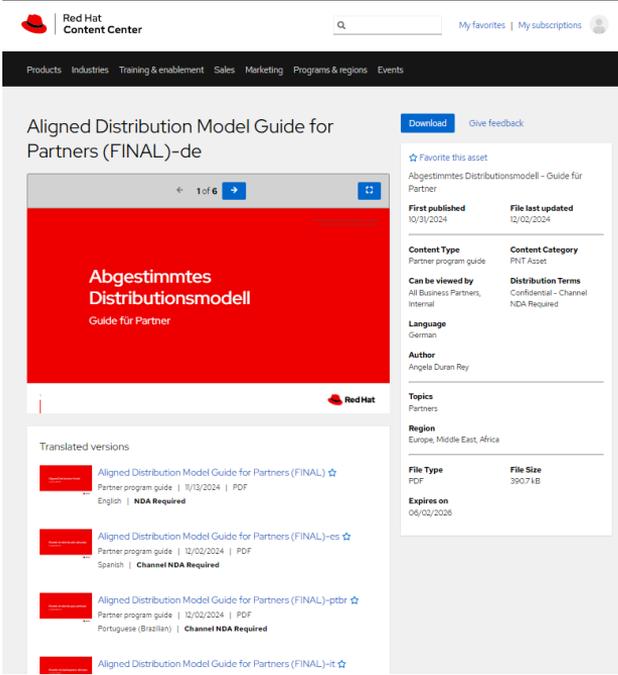
Melden Sie sich in Ihrem Red Hat Partner Center an und suchen Sie die untenstehende Kachel.

<https://partnercenter.redhat.com/>



Ressourcen

- [Abgestimmtes Distributionsmodell FAQ für Partner](#)
- [Aligned Distribution for Resellers](#)
- [Aligned Distribution Video](#)
- [Aligned Distribution Model Guide for Partners \(FINAL\)-de](#)
- [Red Hat Partner Program Guide](#)



The screenshot shows the Red Hat Content Center interface. At the top, there is a navigation bar with 'Red Hat Content Center' and a search bar. Below this is a dark navigation menu with links for 'Products', 'Industries', 'Training & enablement', 'Sales', 'Marketing', 'Programs & regions', and 'Events'. The main content area displays the document title 'Aligned Distribution Model Guide for Partners (FINAL)-de' with a 'Download' button and a 'Give feedback' link. A large red thumbnail image contains the text 'Abgestimmtes Distributionsmodell Guide für Partner'. To the right of the thumbnail is a metadata sidebar with fields for 'Favorite this asset', 'First published', 'File last updated', 'Content Type', 'Content Category', 'Can be viewed by', 'Distribution Terms', 'Language', 'Author', 'Topics', 'Region', 'File Type', and 'File Size'. Below the thumbnail, a 'Translated versions' section lists three other document versions in English, Spanish, and Portuguese, each with a PDF icon and a link.

Field	Value
Favorite this asset	☆
First published	10/31/2024
File last updated	12/02/2024
Content Type	Partner program guide
Content Category	PHV Asset
Can be viewed by	All Business Partners, Internal
Distribution Terms	Confidential - Channel NDA Required
Language	German
Author	Angela Duran Rey
Topics	Partners
Region	Europe, Middle East, Africa
File Type	PDF
File Size	390718
Expires on	05/02/2026

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Consulting & ORP

Dankeschön!

